

We claim:1. A system for managing sales processes comprising:

a database including:

information regarding at least one process;

information regarding a plurality of steps associated with each of the at least one
5 process, the plurality of steps having a sequential order;information regarding at
least one result associated with each of the plurality of steps;

means for creating at least one deal corresponding to the at least one process;

means for indicating completion of steps associated with the at least one process
corresponding to the at least one deal; and

10 means for indicating a next step to be completed based upon the indicated
completion of steps.

2. The system for managing sales processes according to claim 1, further
comprising:

15 means for indicating one of the at least one result associated with a step indicated
as being completed; and

means for determining a next step to be completed based upon the indicated at
least one result.

20 3. The system for managing sales processes according to claim 2, wherein the next
step may be any step in the sequential order of the plurality of steps.

4. The system for managing sales processes according to claim 1, further
comprising:

25 means for removing an indication that a step has been completed; and

means for indicating a next step to be completed based upon the removal of the
indication of a completed step.

5. The system for managing sales processes according to claim 1, further comprising
means for storing information regarding completion of steps.

30 6. The system for managing sales processes according to claim 1, further
comprising:

means for changing information regarding at least one of the plurality of steps;
and
means for ensuring that each process associated with a changed at least one of the plurality of steps is complete.